



....delivering the promise of The Digital State

## 2001 Annual Report

Parris N. Glendening  
*Governor*

Kathleen Kennedy Townsend  
*Lt. Governor*

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Governor  
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Lt. Governor



MARYLAND DEPARTMENT OF GENERAL SERVICES  
OFFICE OF THE SECRETARY

Peta N. Richkus  
Secretary  
Richard F. Pecora  
Deputy Secretary

March 8, 2001

Maryland is fast becoming "The Digital State." We are using the power of information technology to enhance the already favorable business climate with programs like *eMaryland Marketplace*, now celebrating its first anniversary.

This high-profile Internet-based procurement system produces faster transactions, reduces paper, postage and printing costs, and provides greater vendor opportunities throughout Maryland. The Web site is already delivering significant savings for the State and our public sector partners. For example, Anne Arundel County saved almost \$12,000 on 27 bid solicitations in its first month as a participating buying entity. Our *eMaryland Marketplace* vendors are also realizing financial and resource efficiencies.

In March 2000, Maryland began to move its \$6 billion in annual State purchasing to the Internet by taking a totally innovative approach: no new funding, no new bureaucracy, no multi-million dollar program development contract.

The process began with a creative, multi-step request for proposal (RFP), well-defined requirements, and an aggressive outreach program to vendors throughout Maryland as well as to State and local government agency buyers. In its first year, *eMaryland Marketplace* posted more than \$10 million in procurements on its Web site, enrolled close to 300 companies, and trained over 250 buyers.

As in so many technology areas, Maryland is in the forefront of national e-Procurement initiatives, being the first state to develop a self-funded platform with both bidding and catalog purchasing functions. Maryland is also the first state to move this multi-faceted platform into full production mode. Additionally, *eMaryland Marketplace* broke ground as the first state-sponsored e-Procurement vehicle to include local governments from its inception, offering the advantages of intergovernmental aggregation from the outset.

We will continue to change the way government does business by aggressively using information technology. This exciting new program both promotes economic development and makes more government services available to our citizens 24 x 7. Congratulations to *eMaryland Marketplace* on a successful first year and to the public sector agencies that are saving taxpayer dollars through their active participation.

If you haven't yet signed up, please do so!



Peta N. Richkus  
Secretary

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Baltimore, Maryland 21201-2305



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“We continue to change the way government does business by aggressively using information technology to promote economic development and to enhance government services.”

— Governor Parris N. Glendening

## MISSION AND VISION FOR THE FUTURE

### Mission

The mission of *eMaryland Marketplace* is to expand the pool of Maryland businesses providing goods and services to the State, to use the Internet to streamline the procurement process, and to enable the public sector buyers to work more efficiently.

From its inception, *eMaryland Marketplace* has been developed as a portal to enable public sector buying organizations and their vendor communities to interact in a more efficient and effective manner. This portal provides many economic benefits to all of its members by reducing the amount of resources required to conduct business in the public sector marketplace. However, reduced costs are really by-products of *eMaryland Marketplace's* core benefit: communication.

### Vision

Historically, communication has been the one part of the procurement process that the State has been unable to streamline. The Internet portal will enhance our ability

to achieve more complete supply chain management through real-time interaction. In the future, the business-to-government (B2G) e-marketplace will be expanded into business-to-business (B2B) links connecting suppliers with manufacturers, raw materials, labor and their entire customer base, both public and private. Providing the public sector and its suppliers with an on-ramp to this conglomeration of marketplaces is the vision of *eMaryland Marketplace*.

With Maryland suppliers using e-marketplaces to acquire products from manufacturers who also use e-marketplaces to acquire raw materials and labor, public buying organizations can realize savings at each level of the supply chain. Every company will then be positioned to utilize the built-in efficiencies of e-marketplaces to make them more competitive in their private sector markets, not only locally, but also nationally and even globally. This competitive edge would be available to every level of government as an economic development tool with only minimal investment of precious resources.



Governor Glendening's Chief of Staff Major F. Riddick, Jr. (center) and members of the *eMaryland Marketplace* team attend one of many vendor outreach programs held throughout the State for Maryland businesses.

## A BRIEF HISTORY OF eMARYLAND MARKETPLACE

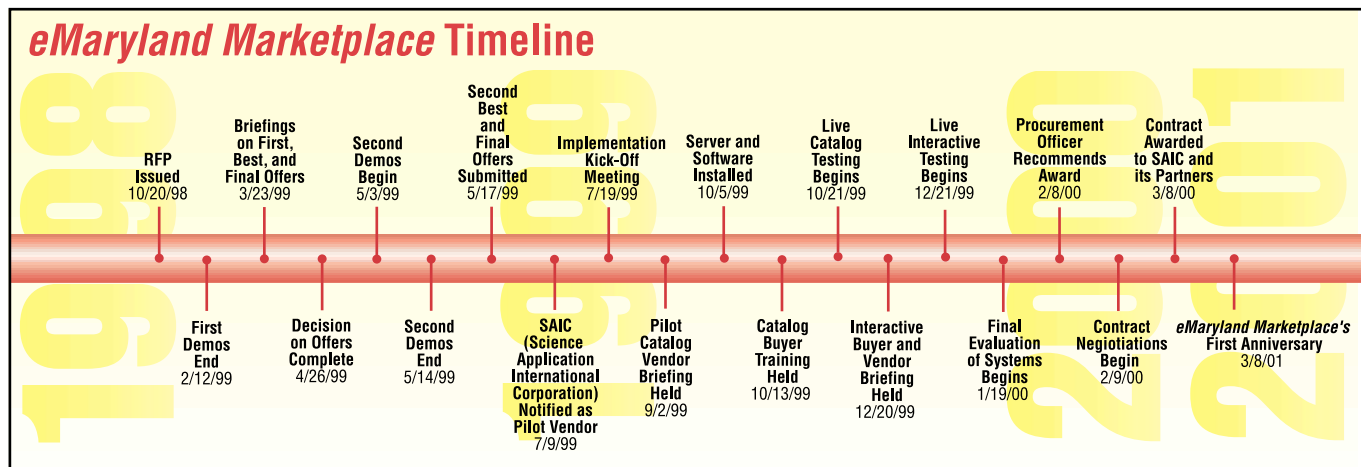
In 1997, Governor Parris N. Glendening's Task Force on Procurement recognized a need for the State to take advantage of the latest technologies to create a more efficient and effective means of providing Maryland government entities with necessary goods and services. The Department of General Services (DGS) answered that challenge with a vision. A Request for Proposal (RFP) outlined a system containing the functionality required to maintain registered business rules and security standards while remaining flexible enough to be used by all public sector procurement agencies in Maryland.

The selected solution included online bid tabulation, e-mail enhanced approval processing, purchasing card payments, and electronic purchase orders. This leading-edge solution also offers a bid lockbox, self-registration, e-mail solicitation notification, and vendor-maintained catalogs.

*eMaryland Marketplace* was named an important part of the State's eMaryland initiative in March 2000. It was the first full-scale public procurement platform with the ability to conduct interactive bidding and catalog buying while still recording the data that users have come to expect.

The system was created in part to solve some of the persistent issues that had been plaguing government procurement for ages. The rising costs of paper, postage, and access to information make open competition an expensive prospect and tend to discourage competition particularly in the small procurement arena. Time lost in reproducing documents and waiting for mail to arrive deals a crushing blow to any attempts to take advantage of "just in time" supply chain management. Money lost in traveling to different agency sites to pick up solicitations works against vendors and procurement officials. *eMaryland Marketplace* has made radical changes to the process.

As part of the Governor's Technology Agenda 2000, Maryland committed to a leadership position in delivering government services over the Internet. Maryland's growing Web presence and the latest technologies afforded the State a unique opportunity to assess its procurement process from a more e-centric perspective. Also, committed to the State's "One Maryland" economic development strategy, *eMaryland Marketplace* outreach has been extended to companies from the Eastern Shore to the mountain counties in the western part of the State.



*"eMaryland Marketplace is one of the boldest undertakings in the State of Maryland's online application portfolio. It embodies the goal of establishing the number one digital environment in the world. One of the most compelling reasons for the State of Maryland to conduct business online is our bottom line. We can save money, time, and eliminate duplicated efforts and our vendors can recover many of these same costs for themselves. Welcome to the digital state, welcome to eMaryland Marketplace, join us!"*

— Major F. Riddick, Jr., Governor's Chief of Staff and Chairman of the Maryland Information Technology Board



## eCORE HELPS MAKE IT WORK FOR ALL

### What is eCore?

Although there are many commonalities, each buying agency has its own requirements and process variations. The rollout of *eMaryland Marketplace* was designed for voluntary adoption of the initial phase. To direct the evolution of the system and to facilitate cross-agency implementation, a core advisory committee was formed with key senior procurement officers. This advisory committee is called eCore. It meets monthly to address “stovepipe” and implementation issues and provides important input to the *eMaryland Marketplace* project team.

The eCore Steering Committee includes representatives from the Comptroller’s Office, the Treasurer’s Office, Maryland’s primary procurement agencies, senior management officials of major State agencies, and the heads of agencies responsible for accounting, auditing, and information technology. Because *eMaryland Marketplace* is available to other public sector organizations, eCore also includes representatives from higher education and local government.

### Committee Responsibilities

The Steering Committee is responsible for monitoring the progress of *eMaryland Marketplace* to ensure that milestones are met and agency needs are considered. While not involved in the day-to-day management of the project, eCore provides input regarding major functionality issues and decisions.

In addition, it provides cross-agency communication and guidance as *eMaryland Marketplace* is rolled out to the various agencies.

The group identifies alternative methods for resolving policy questions and recommends solutions that are most advantageous to the State.



John Contestabile, Director - Office of Engineering and Procurement - Maryland Department of Transportation, and Chairman of the eCore Steering Committee.

Agency-specific requirements are handled by the responsible agency and the *eMaryland Marketplace* project office. Any intra-agency differences are addressed by eCore. As necessary, eCore will document cross-agency issues in writing with supporting analysis to submit to the appropriate designees of the Constitutional or statutory officers for resolution.

eCore is responsible for working with agencies to define required changes in the agencies’ structure or financial management processes. The group focuses more on long-term changes that implementation may require, rather than solely current policy issues. The result is improved communication, shared ownership, and more successful rollout of this revolutionary new system.

**“*eMaryland Marketplace* provides greater opportunities to small and minority businesses, secures competitive prices for the State, and enhances the efficiency and timeliness of the procurement process.”**

**— Peta N. Richkus,  
Secretary, Department of General Services**

## PROMOTING eMARYLAND MARKETPLACE

Over the course of its first year, *eMaryland Marketplace* participated in various conferences, presented vendor outreach programs across the State, and visited many agencies and companies to demonstrate the system.



The Maryland Municipal League conference, gathering officials from the State's cities and towns, takes place every June in Ocean City, MD, and is a great venue for *eMaryland Marketplace* to recruit new vendors and users.

MML represents over 150 municipal governments, and works to strengthen the role and capacity of municipal government through research, legislation, technical assistance, training and the dissemination of information for its members.



Mark Krysiak of DGS demonstrates *eMaryland Marketplace* for State Comptroller William Donald Schaefer and Secretary Peta N. Richkus at MML.

In August 2000, the *eMaryland Marketplace* team arrived on the campus of Hagerstown Community College to present its first vendor outreach to business owners and government officials. With a flurry of press coverage, *eMaryland Marketplace* was

unveiled for the first time. More than 20 companies attended. Major F. Riddick, Governor Parris N. Glendening's Chief of Staff, drove home the point that savvy organizations will subscribe to *eMaryland Marketplace* early to build the future.



For much of Maryland, local government is typically county government. Officials from the counties attend the Maryland Association of Counties' summer conference, featuring a 207-booth expo designed to provide education and networking opportunities to elected officials. More than 1,600 people attended the 2000 conference, which provided the opportunity for *eMaryland Marketplace* to reach all corners of the State in one location.

Next stop on the tour found *eMaryland Marketplace* traveling to Easton, on Maryland's Eastern Shore. With the Historic Avalon Theatre providing a beautiful backdrop, 50 guests were treated to a seminar and lunch on September 18th.

Nearing the end of the fall season, *eMaryland Marketplace* traveled to Capitol College in Laurel on October 25th to present two half-day seminars. Guests chose to attend a morning or afternoon session and learned the benefits their organization could realize when signing on with *eMaryland Marketplace*.

Vendor Daryl Connor from Pelican Mobile provided a personal endorsement for *eMaryland Marketplace*. Although Daryl's boss was skeptical, Pelican Mobile won a bid for a \$4,500 job from a customer they'd never had before, all because of *eMaryland Marketplace*.

In late November, the *eMaryland Marketplace* team traveled to Frostburg where 25 people attended a seminar at Frostburg State University. Special guest Casper R. Taylor, Jr., Speaker of the Maryland House of Delegates, informed attendees of the benefits *eMaryland Marketplace* could bring to their organizations.

In the future, all areas of Maryland will be exposed to *eMaryland Marketplace* in the expectation that the *eMaryland Marketplace* community will create a truly interactive network of bidders and buyers from all over the State.



Mike Skigen of SAIC; Casper R. Taylor, Jr., Speaker of the House; and Rick Pecora, Deputy Secretary of DGS discuss strategy at Frostburg.

**"There were no additional State dollars used because our staff was already in place and they could use the hardware — their PCs — already on their desks."**

**— Rick Pecora,  
Deputy Secretary, DGS**

## TRAINING THE USERS

Members of the *eMaryland Marketplace* team travel to agencies interested in learning the system. They provide half- and full-day demonstrations to introduce and teach potential buyers. Once buyers are signed onto the system, support is available online and by phone. There are two types of training offered.

### End User Training

This consists of a half-day session where a new buyer is walked through each function of the catalog side of *eMaryland Marketplace*. Buyers are asked to bring to the class an actual order that can be placed. They are taught how to fill the “shopping cart” and submit orders and shown how to track their order to see where it is in the process (i.e., sent to vendor, approved, back-ordered). The buyers are shown how to receive goods, identify problems (overshipment, damaged, wrong location, etc.) and key in the resolution in the system. Trainees also go through the approval process of accepting or rejecting an order just as their supervisor would.

The training also covers how to publish solicitations on the web. Buyers go through the seven steps of posting a solicitation to the web (header information, contact person, commodity codes, specs, delivery information, attachments, generating the bid list, and reviewing/publishing the solicitation). After a practice run, buyers then publish the live solicitation, which they brought to the class, on the site.

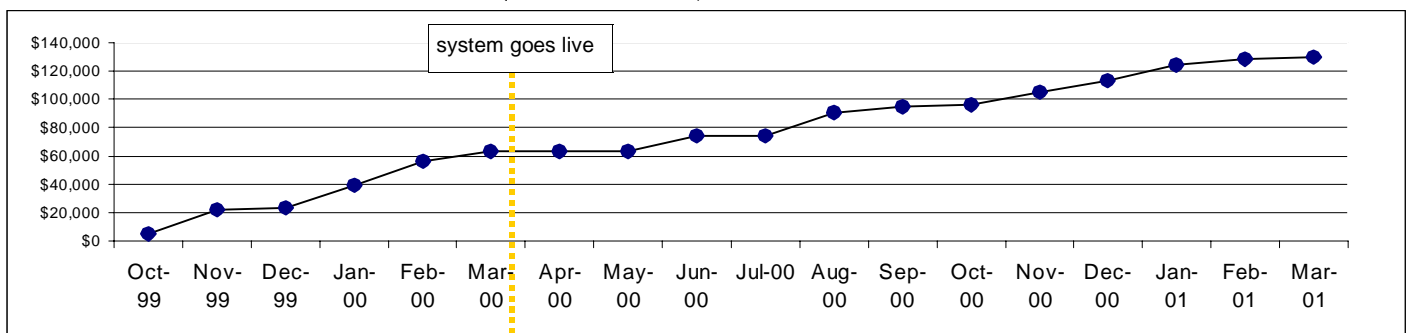
### Administrator Training

This is for individuals responsible for setting up the organizational structure for an agency and keeping agency information current with *eMaryland Marketplace*. The administrators are shown how to add employees and groups into the system and are walked through the steps of adding delivery locations, accounting codes, and credit cards. Administrators also learn how to reset passwords, establish security, and set up accounting/credit card information in the system.

## eMARYLAND MARKETPLACE SNAPSHOTS

One look at these summary charts shows how far *eMaryland Marketplace* has come in one year. Agency enrollment has been voluntary and purchases have been limited to the State’s “under \$25,000” category of “small procurements” during this phase.

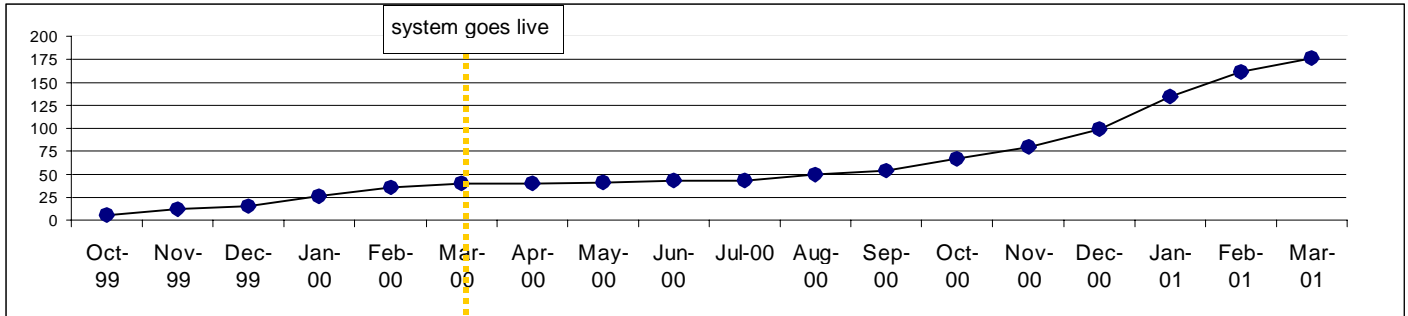
### CUMULATIVE CATALOG USAGE (BY DOLLARS)



The varied catalogs on the *eMaryland Marketplace* site offer items as diverse as office supplies to ice melt to embroidered sportswear. Catalog development support is offered to vendors by the SAIC team.

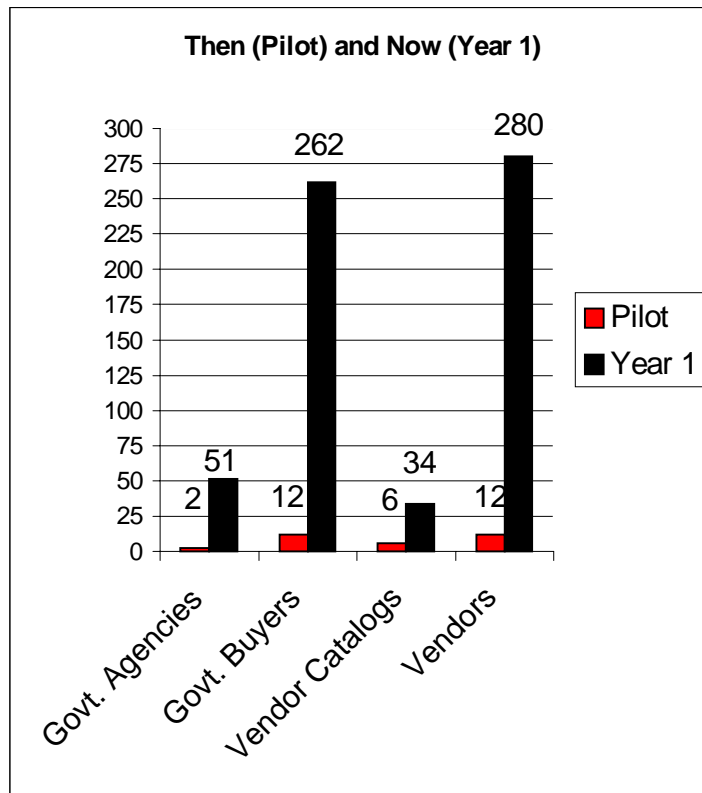


## CUMULATIVE CATALOG USAGE (BY TRANSACTIONS)



*eMaryland Marketplace* is "self-funded" by modest subscription fees and per-transaction costs.

## GROWTH OF eMARYLAND MARKETPLACE IN ITS FIRST YEAR



Enrollment of government agencies, municipalities, schools, and vendors is increasing at a growing rate.

## VENDOR PROFILES

Vendors are an essential part of *eMaryland Marketplace*. They bid on State needs, competing for a share of the State's \$6+ billion dollar market. Here are two success stories.

### SEVERN GRAPHICS

Severn Graphics in Glen Burnie, MD, which serves Baltimore, Annapolis, and DC, is an in-house graphics and production agency and has experienced great success with *eMaryland Marketplace*. The design team performs jobs such as scanning, design, laminating, and digital imaging. They also produce brochures, signs, and photos. Severn Graphics won one of the bids from the Department of General Services to produce two "pop-ups"—self-standing, colorful signs that the *eMaryland Marketplace* staff take with them to presentations around the State.

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**"I can get a bid accomplished in half the time."**

— Doug Shaffer, Severn Graphics

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Doug Shaffer is Severn Graphics' *eMaryland Marketplace* representative, and also a sales executive. Severn Graphics has been able to bid (and win) for procurements such as trade show displays and event signage. "I receive bids that [others] are not aware of," Shaffer comments. He says the system is "very easy to use," and that submitting bids now takes half the time it once did.

When asked if he could cite the best thing about the *eMaryland Marketplace* system, Doug Shaffer said, "It is easy to use."



Doug Shaffer, Account Representative at Severn Graphics, Governor Glendening's Chief of Staff Major F. Riddick, Jr., Peta N. Richkus, Secretary of DGS, and Jim Russell, Chief Operating Officer at Severn Graphics.

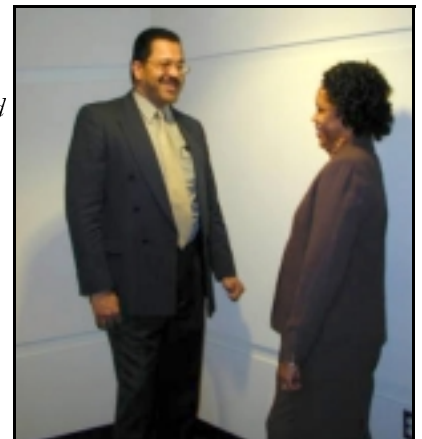
SEVERN

GRAPHICS

### PELICAN MOBILE

*eMaryland Marketplace* was recommended to Pelican Mobile sales representative Daryl Conner by a member of DGS's Information Technology Group. Conner, who had been struggling to break into the tough world of State contracts, had to convince his sales manager that *eMaryland Marketplace* would be good for Pelican.

Pelican Mobile, which is based in Baltimore, MD, has used *eMaryland Marketplace* to bid on solicitations for printer toner cartridges, personal PDA computers, police car audio speakers, and police car video systems, and has won such bids for toner cartridges and personal PDA computers. The company has gained new clients through the system.



Daryl Conner, Government Account Manager at Pelican Mobile, talks with Carla Tucker of DGS.

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**"The email notification was fabulous."**

— Daryl Conner, Pelican Mobile

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Conner says the system is very simple to use, and recommends going with the premium service because of the extra "edge" of receiving solicitation notification directly by email. This alone saves Pelican Mobile an average of at least an hour per week in research.

Daryl Conner believes that *eMaryland Marketplace* benefits all companies regardless of size, and that it provides him an edge over competitors not on the system. He plans to continue participating in *eMaryland Marketplace* and enthusiastically encourages new vendors to sign on.



## BUYER PROFILES

There are thousands of government buyers in Maryland. These hardworking public servants procure billions of dollars of goods and services each year.

### ANNE ARUNDEL COUNTY

Anne Arundel County considers itself “very interested in e-Commerce,” says Bill Schull, a county purchasing agent. After members of the *eMaryland Marketplace* team traveled to Anne Arundel to present an on-site demonstration for county officials, Anne Arundel was hooked.

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**“In our first month, we saved approximately \$10,000-\$12,000.”**

— Bill Schull, Purchasing Agent,  
Anne Arundel County

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The county currently uses the solicitation feature of *eMaryland Marketplace* but plans to be fully operational and take advantage of all of the system’s capabilities by July 2001.

When asked to comment on the ease of the system, Schull said, “If you are Windows literate, you can easily learn to navigate this portal.”

He also commented that, with county purchasing being such a costly task, *eMaryland Marketplace* can help reduce those procurement costs. In its first month with *eMaryland Marketplace*, Anne Arundel County reports saving between \$10,000 to \$12,000.

“Hopefully, we will save money in bids, human resources, as well as forge new business relationships,” says Schull.



### MARYLAND DEPARTMENT OF BUDGET & MANAGEMENT

The Maryland Department of Budget & Management (DBM) has participated in *eMaryland Marketplace* from the beginning. A representative from DBM served on the committee for the technical evaluation of the system, and the agency was also involved in the pilot program.

DBM advertises solicitations on *eMaryland Marketplace*, providing Maryland organizations a “foot in the door” to do business with the State. Tom McCabe, a DBM Purchasing Officer, says the system saves DBM money by eliminating the need to print and make copies of RFP’s and reducing the amount of postage.

McCabe says the system is very easy to use and feels it will benefit all government entities, regardless of size.

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***eMaryland Marketplace* is a “Great system!”**

— Tom McCabe, Purchasing Officer,  
Maryland Department of Budget & Management

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He and his fellow DBM procurement officers have received training and he encourages others to do so as well. McCabe further comments that the best thing about *eMaryland Marketplace* is the user’s ability to easily communicate with vendors.



## PARTNERS IN eMARYLAND MARKETPLACE

### STATE OF MARYLAND

Developed and procured by the Department of General Services for use by its sister agencies and other public sector partners, *eMaryland Marketplace* was approved by the Board of Public Works on March 8, 2000. During the procurement and proof of concept phase, DGS enlisted the partnership of the Department of Budget and Management and the eCore Steering Committee, which is chaired by the Maryland Department of Transportation.

Many State agencies make up the eCore Steering Committee: Office of Information Technology, Department of Public Safety and Corrections, Department of Business and Economic Development, and Department of Natural Resources. eCore is also populated by a cross-section of institutions of higher learning: University of Maryland, Baltimore; University of Maryland, College Park; Towson University; and Morgan State University. Other members of the eCore committee include the Comptroller's office, Office of Legislative Audits, the Executive Department, the Treasurer's office, the Attorney General's office, and the Board of Public Works. Local government is also represented on the Committee.

All of these entities combine to bring the State of Maryland the best system for its users and vendors. The *eMaryland Marketplace* website can be viewed at [www.emarylandmarketplace.com](http://www.emarylandmarketplace.com).



### SAIC

Science Application International Corporation is a Fortune 500 company and the nation's largest employee-owned research and engineering firm. SAIC provides information technology and systems integration products and services to government and commercial customers.

SAIC, termed "the Giant that moves like a startup" in *Red Herring* trade magazine, is a recognized Internet innovator that has aided in the formation and growth of the Internet in many ways. SAIC and its subsidiary Telcordia Technologies have contributed significantly to the standards and underlying technology of the Internet. SAIC has also contributed substantially to the commercialization of the Internet, most notably by incubating the original Internet domain name registrar from a small government contract into Network Solutions, Inc. a multi-billion dollar e-Business recently acquired by Verisign.

SAIC scientists and engineers work to solve complex technical problems in telecommunications, national security, health care, transportation, energy, and the environment.

As the prime contractor, SAIC provides the integration and product management for *eMaryland Marketplace*.

More information about SAIC and its subsidiaries can be found at: [www.saic.com](http://www.saic.com).



## MĒTIOM

MĒtiom™ is a leading provider of e-Marketplace solutions used by Global 2000 companies, large public sector organizations, and small businesses. The MĒtiom ConnectTrade™ suite of products is a dynamic, open e-Procurement solution that connects businesses of all sizes as buyers and suppliers over the Internet to deliver the true promise of B2B e-Commerce.

MĒtiom ConnectTrade™ automates corporate purchasing online, and is based on open standards, real-time Supplier-Managed Catalogs™ and Point-and-Click Purchasing™. MĒtiom solutions deliver the easiest and fastest way to dramatically reduce the high cost of enterprise purchasing, while generating new revenue streams by turning buyers into suppliers overnight. For information on MĒtiom or to learn more about MĒtiom Powered™ B2B e-Marketplaces, visit [www.metiom.com](http://www.metiom.com).



## KPMG CONSULTING

With over 300 e-Business success stories, KPMG Consulting is the leading provider of Internet Integration services across the globe. KPMG Consulting has supported both early adopters and traditional market leaders as they transform their brick-and-mortar enterprises to e-Businesses.

KPMG Consulting helps clients navigate the rapidly changing landscape of opportunities that proliferate in the digital marketplace. Moving beyond the hype surrounding the world of e-Business, KPMG Consulting delivers tangible business results at net speed.

KPMG Consulting provides the online interactive bidding component for *eMaryland Marketplace*, which permits vendors to receive opportunity information and submit their bids via the internet. KPMG Consulting continues to assist the State with the integration of *eMaryland Marketplace* with financial and other systems.

KPMG's website is located at [www.kpmgconsulting.com](http://www.kpmgconsulting.com).



**“It’s all here, the catalog of goods and services, bidding procedures; it’s all on the Web and it can be done right from your desk.”**

**— Will Culen, Director,  
Office of Procurement and Contracting, DGS**



## VENDORS ONLINE

As of March 2001, the following organizations have joined *eMaryland Marketplace* to increase sales and profits in the age of eCommerce. They represent a broad cross-section of Maryland companies.

3DI/LLC	Central Command, Inc.	H. F. Huber & Son, Inc.
A to Z Pest Control and USA	Charlie Mann Electric, Inc.	Health Data, Inc.
Lubricants	Chesapeake Supply and Equipment	John Hersh
Accessible, Inc.*	Chill Craft	Hertz Furniture
Acme Paper & Supply	CIP Toner	Hi-tech processing Services
Action Printing and Engraving	Clark-Powell	Hunter-Group
AEPCO, Inc.	CLCD Enterprises, Inc.	Hydrogeologic, Inc.
Aerospace Sales Ind. Inc.*	Colonial Healthcare, Inc.	IAMDIGEX
Aircon Engineering, Inc.	Comm-Tronics, Inc.	ICM Philadelphia
A J Stationers, Inc.*	Commando K-9 Detectives*	Ideal Electrical Supply Corp.*
All Pro Vending*	Country Pride	Ideal Medical
All-Shred, Inc.	Craftsmaster Hardware Co.	Ideal Medical (2)
Allegany Door and Hardware, Inc.*	Crown Trophy	ILM-NET, Inc.
Allegra Print and Imaging	Daly Computers, Inc.*	Image Systems, Inc.
American Space Planners, Inc.*	Dawns Office Supply*	Independent Hardware
American Telephone Systems	Decatur Electronics	Indigo Ed
Annapolis Signworks	Digital Intelligence Systems, Inc.*	Industrial Services Contractors
Aquadata Corporation	DLT	INFO Systems, Inc.
Art Litho Company	Duradex, Inc.	Information Products MD
Associated Printers, Inc.	Dyncorp	Ingersoll-Rand Equipment Sales
Atlas Pen & Pencil, Corp.	Anthony Earle	Inpro Corp.
B2GSource, Inc.	Early Bird Construction Co.	ISMART, LLC
Belair Road Supply Co, Inc.	Eastern Office Supplies	Joan Carol Design
Belko Corp.	Easton Computer Works, Inc.	John D. Lucas Printing
Belsinger Sign Works, Inc.	Ecolab, Inc.	JuiceCo, Inc.
Belzona Chesapeake Inc.	EER Systems, Inc.	K C Forms, Inc.
Bergstralh-Shaw-Newman, Inc.	Engicom*	Kinkos
Besche Oil Company, Inc.	Environmental, Engineering	Lane Press
Black Box Corp.	& Construction	Lee Hartman & Sons
Black Box Services Corp.	Everett, Benfield LLC	Liberty Lock and Security
Boonsboro Printing and Indexing	EZGOV.Com Inc.	Lighting Maintenance
Branch Office Supply Co.*	Fast Forms	Lincoln Contracting and Equip.
Brock Tool & Supply	FICOMP, Inc.	Laura Lindberg
BT Healthcare Services	Five Star Graphics	Lord & Mitchell*
Capital Imaging Products, Inc.	Foltz Mfg. & Supply, Inc.	M&M Welding
Capital Lighting and Supply	Fox River Graphics	Mall Lobby.com
Capital Media	Frontway Network & eBusiness	Marcus Food Co.
Capital Office Systems, Inc.	Global CJS	Mark III Systems
Capital Sanitation Services	Godwin Manufacturing Co., Inc.	Martek Global Services*
Care Rehab, Inc.	Gornall Construction, Inc.	Maryland Fire Equipment Corporation
Carolina Biological Supply Company	Gray Graphics Corp.	Maryland Micro.com Inc.
Carpediem Business Internet Systems	Greer Lime Company	Melvin Benhoff Sons, Inc.
Carpet Village Inc.	H. Schrier & Co. Inc.	Merjo Advertising

Metrocall  
 Mid Atlantic Envelope and Litho  
 MIT Group  
 MODU-Tech  
 MoreDirect.com, Inc.  
 Moving Masters, Inc.  
 MTG Management Consultants  
 Mt. Royal Printing  
 Naylor's True Value  
 Neo Technologies\*  
 Nevco Scoreboards  
 New Pig Corporation  
 Noland Company  
 Northeastern Supply Co.  
 Northwestern Services  
 Nova Vision  
 Nu-Vu Food Service Systems  
 Nusource, Inc.  
 OAO Corp.\*  
 O.D. Taragin & Bros.  
 Odorite Janitorial  
 Oracle Corp.  
 P&R Tanklines, Inc.  
 Panurgy, Chesapeake  
 Pelican Mobile, Inc.\*  
 Penn Jersey Paper Co.  
 Pharmastat, Inc.  
 Pricewaterhousecooper  
 Priority Worldwide\*  
 Proclean Systems, Inc.  
 Promotions Unlimited\*  
 Protech Projection Systems, Inc.

QSM  
 Rediform  
 Relizon  
 Red Line Medical  
 Risk Management Associates  
 RTFM Consulting  
 Rudolph's Office Supply\*  
 RUHF and Associates  
 S&C Enterprises\*  
 Safeware, Inc.  
 Scanner Technologies Plus  
 Security Equipment Co.  
 Severn Graphics  
 Brenda Shinski  
 Sign-o-rama\*  
 Social and Scientific Systems  
 SOEP Networking &  
 Communications Solutions  
 Softuse, Inc.  
 Software Technology Computer  
 Training\*  
 Southern Computers Supplies, Inc.  
 Star Associates, Inc.\*  
 Star Foods and General Merchandise  
 Starlight Security, Inc.\*  
 Star RQA  
 Stonehams  
 Syst-Com, Inc.  
 Tabb Textile Co.  
 TBL Packaging  
 Technical Specialties  
 Teltronic, Inc.

TFC Automation, Inc.  
 The Baltimore Auto Supply  
 The Iris Companies  
 The JT Group  
 The Sign Man, Inc.\*  
 The Wire and Cable Company  
 Three Kids Barber Supply Co.  
 Thyssen Elevator  
 Total Boiler Control, Inc.  
 Total Office Interiors  
 Trans-World Trading and Services  
 Tran-Tech, Inc.  
 Tri-State Distributors  
 Truck Enterprises  
 United Rentals  
 Uptown Press, Inc.  
 USA Bluebook  
 US Lubricants  
 Valley National Gases  
 Value Rite  
 Velocity Express  
 Virginia Systems, Inc.  
 Vision1  
 Vu-Color, Inc.  
 Waldron of Maryland  
 Warehouse Management Systems  
 Integration  
 West Manufacturing  
 Williams & Heinz Map Corp.  
 Wolbert & Master  
 Yorktown Sports

*\*Minority Business Enterprise*

## CATALOGS ONLINE

Blind Industries and Services of Maryland  
 Enable Systems  
 Data Networks  
 Xpedx Paper Products  
 CN Robinson Lighting Products  
 P & R Tank Lines  
 RJ Uniform Company  
 Voortman Cookies Ltd.  
 Marjack Co.  
 Wahl Associates  
 F&F and A Jacobs and Sons Inc.  
 Lance, Inc.  
 Sharp Electronics Corporation  
 MD State Agency for Surplus Property  
 Boise Cascade Office Products

Daly Computers  
 Iomega - Computer Storage  
 OFSS Office Furniture  
 First Source  
 Daytimer  
 Flowers On-line  
 Envelopes Direct  
 officesupplies.com  
 OD Taragin  
 Wireless Communications, Inc.  
 TBL Packaging  
 Shepard Electric  
 SYVA  
 Haskell

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“Strengthening Maryland’s position as a national leader in the high-tech economy, the State moved today to streamline its system of purchasing goods and services. A new web site, *eMarylandMarketplace*, will help companies of all sizes supply products and services to the State by providing them with a fast, easy-to-use, and cost-effective electronic commerce on-ramp.”

– *Governor’s Office Press Release* March 8, 2000

“Maryland will soon buy everything from asphalt to toilet paper on a new procurement Web site.”

– *Montgomery Gazette* August 3, 2000

“eMaryland Marketplace is an excellent example of how e-Procurement will top the list of many IT decision makers in the near future.”

– *The Inside Line, Center for Digital Government Market Navigator* August 15, 2000

“e-Purchasing arguably holds the most potential for big, upfront, in-your-pocket savings – in cash and in staff time.”

– *Governing.com* September, 2000

“...eMaryland Marketplace, the State of Maryland’s new Internet-based procurement system, is revolutionizing the way State buyers do business.”

— *Washington Post Online* October 16, 2000

“The state is stepping up its outreach to current and potential vendors as it expands eMaryland Marketplace.”

– *The Baltimore Sun* October 24, 2000

“Maryland’s online procurement system...now a year old...is making modest but gradual progress toward its goal of becoming the dominant platform for government purchasing within a few years.”

– *The Daily Record* March 2, 2001



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For further information, contact the DGS Office of Procurement and Contracting at 301 W. Preston Street, Room M-2, Baltimore, MD 21201, call 410-767-1492, or visit the website at [www.emarylandmarketplace.com](http://www.emarylandmarketplace.com).

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